BOROUGH HALL OXFORD TOBACCO

YOUR THIRD QUARTER PERFORMANCE REQUIREMENTS:

1. GAIN RETAIL DISTRIBUTION OF WINSTON SELECT FF AND LIGHTS WITHIN 3 WEEKS OF INTRODUCTION:

   WINSTON SELECT FF 6/28/93
   WINSTON SELECT LTS. 7/12/93

   UTILIZE LETTER PROVIDED BY RJR TO INFORM YOUR CUSTOMERS OF NEW WINSTON SELECT IE; "SPECIAL COUNTER DISPLAYS" AVAILABLE TO THEM UPON REQUEST.

2. PICK UP AND RETURN DAMAGED AND OUTDATED RJR PRODUCTS FROM RETAIL ACCOUNTS YOU SERVICE WHEN AUTHORIZED BY AN RJR REPRESENTATIVE.

9. DELIVER CENTS-OFF PROMOTIONS AND / OR BUY SOME GET SOME FREE OR PRE-ASSEMBLED DISPLAYS TO RETAIL ACCOUNTS YOU SERVICE IN A TIMELY MANNER. STICKER PRODUCT AS IDENTIFIED BY AN RJR REPRESENTATIVE WITH A DESIGNATED PRICE REDUCTION FOR SALES REP PICKUP AND / OR DELIVERY TO RETAIL ACCOUNTS.

Achieved Financial & Performance

51843 6173

Source: https://www.industrydocuments.ucsf.edu/docs/mpbp0000

BORO PARK TOBACCO

YOUR THIRD QUARTER PERFORMANCE REQUIREMENTS:

1. GAIN RETAIL DISTRIBUTION OF WINSTON SELECT FF AND LIGHTS WITHIN 3 WEEKS OF INTRODUCTION:

   WINSTON SELECT FF 6/28/93
   WINSTON SELECT LTS. 7/12/93

   UTILIZE LETTER PROVIDED BY RJR TO INFORM YOUR CUSTOMERS OF NEW WINSTON SELECT IE; "SPECIAL COUNTER DISPLAYS" AVAILABLE TO THEM UPON REQUEST.

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9. DELIVER CENTS-OFF PROMOTIONS AND / OR BUY SOME GET SOME FREE OR PRE-ASSEMBLED DISPLAYS TO RETAIL ACCOUNTS YOU SERVICE IN A TIMELY MANNER. STICKER PRODUCT AS IDENTIFIED BY AN RJR REPRESENTATIVE WITH A DESIGNATED PRICE REDUCTION FOR SALES REP PICKUP AND / OR DELIVERY TO RETAIL ACCOUNTS.

Achieved Financial & Performance

51843 0174

Source: https://www.industrydocuments.ucsf.edu/docs/mpbp0000

ACCOUNT: 3967200 A. E. MANCINI & CO.
273 COLUMBIA ST.
BROOKLYN NY 11231

DIVISION DTOPS: 1426
SIS: 1426

SEGMENT: 10

PAYING OFFICE: 3967200
PARENT OFFICE: 3967200

OFF LIST DATE:
SUCCESSOR #:

			PERFORMANCE CRITERIA REQUIREMENTS			
JAN - JUN 1993	QUALIFICATION:	N	1ST QTR:	00	00	00
	PERFORMANCE:	N	2ND QTR:	00	00	00
	TEAMWORK BONUS:	N				
JUL - SEP 1993	QUALIFICATION:	N	3RD QTR:	00	00	00
	PERFORMANCE:	N				

DATE OF LAST CHANGE: 06/30/93 BY: SYSTEM

*** ACCOUNTS OFF LISTED PRIOR TO CURRENT WINNERS PERIOD WILL NOT BE DISPLAYED
PRESS PF1 TO RETURN TO MENU PRESS PF3 FOR NEXT ACCOUNT

Does not Qualify - fails to meet basic Qualifications

51843 0175

Source: https://www.industrydocuments.ucsf.edu/docs/mpbp0000

3Q 93

RICHMOND

- GAIN RETAIL DISTRIBUTION OF WINSTON SELECT FFL AND SELECT LTS. WITHIN THREE WEEKS OF INTRODUCTION

  WINSTON SELECT FFL 6/28/93
  WINSTON SELECT LTS 7/12/93

  IN ADDITION PROVIDE RETAIL ACCOUNTS WITH LETTER INFORMING THEM OF PROMOTIONAL SPECIFIES OF WINSTON SELECT (IE; COUNTER DISPLAY).

- RETURN DAMAGED GOODS AND OR OUT OF DATE RJR PRODUCT FROM RETAIL ACCOUNTS AS IDENTIFIED AND MARKED BY RJR SALES REP.

- PACK AND ASSEMBLE RJR PROMOTIONS 1 VPR, BSGSF FOR:
  - SALES REP PICK UP
  - TO OFFER YOUR CUSTOMERS VIA TELEMARKETING
  - FOR DELIVERY TO VALUE ADDED ACCOUNTS IDENTIFIED BY RJR SALES REP.

Achieved Financial Performance

51843 0176

Source: https://www.industrydocuments.ucsf.edu/docs/mpbp0000

3Q93

SOUTH BEACH

- GAIN RETAIL DISTRIBUTION OF WINSTON SELECT FFL AND SELECT LTS. WITHIN THREE WEEKS OF INTRODUCTION

  WINSTON SELECT FFL 6/28/93
  WINSTON SELECT LTS 7/12/93

  IN ADDITION PROVIDE RETAIL ACCOUNTS WITH LETTER INFORMING THEM OF PROMOTIONAL SPECIFIES OF WINSTON SELECT (IE; COUNTER DISPLAY).

- RETURN DAMAGED GOODS AND OR OUT OF DATE RJR PRODUCT FROM RETAIL ACCOUNTS AS IDENTIFIED AND MARKED BY RJR SALES REP.

- PACK AND ASSEMBLE RJR PROMOTIONS 1 VPR, BSGSF FOR:
  - SALES REP PICK UP
  - TO OFFER YOUR CUSTOMERS VIA TELEMARKETING
  - FOR DELIVERY TO VALUE ADDED ACCOUNTS IDENTIFIED BY RJR SALES REP.

- CONTINUE TO ASSIST RJR IN NEW TEST PROGRAM BY PICKING AND PACKING FAXED ORDERS FROM SALES REP FOR NEXT DAY DELIVERY TO RETAIL ACCOUNT.

Achieved Financial & Performance

51843 0177

Source: https://www.industrydocuments.ucsf.edu/docs/mpbp0000

GLOBE WHOLESALE

YOUR THIRD QUARTER PERFORMANCE REQUIREMENTS:

1. GAIN RETAIL DISTRIBUTION OF WINSTON SELECT FF AND LIGHTS WITHIN 3 WEEKS OF INTRODUCTION:

   WINSTON SELECT FF 6/28/93
   WINSTON SELECT LTS. 7/12/93

   UTILIZE LETTER PROVIDED BY RJR TO INFORM YOUR CUSTOMERS OF NEW WINSTON SELECT IE; "SPECIAL COUNTER DISPLAYS" AVAILABLE TO THEM UPON REQUEST.

2. PICK UP AND RETURN DAMAGED AND OUTDATED RJR PRODUCTS FROM RETAIL ACCOUNTS YOU SERVICE WHEN AUTHORIZED BY AN RJR REPRESENTATIVE.

9. DELIVER CENTS-OFF PROMOTIONS AND / OR BUY SOME GET SOME FREE OR PRE-ASSEMBLED DISPLAYS TO RETAIL ACCOUNTS YOU SERVICE IN A TIMELY MANNER. STICKER PRODUCT AS IDENTIFIED BY AN RJR REPRESENTATIVE WITH A DESIGNATED PRICE REDUCTION FOR SALES REP PICKUP AND / OR DELIVERY TO RETAIL ACCOUNTS.

Achieved Financial & Performance.

51843 0178

Source: https://www.industrydocuments.ucsf.edu/docs/mpbp0000

MORRIS BROWN TOBACCO

YOUR THIRD QUARTER PERFORMANCE REQUIREMENTS:

1. GAIN RETAIL DISTRIBUTION OF WINSTON SELECT FF AND LIGHTS WITHIN 3 WEEKS OF INTRODUCTION:

   WINSTON SELECT FF 6/28/93
   WINSTON SELECT LTS. 7/12/93

   UTILIZE LETTER PROVIDED BY RJR TO INFORM YOUR CUSTOMERS OF NEW WINSTON SELECT IE; "SPECIAL COUNTER DISPLAYS" AVAILABLE TO THEM UPON REQUEST.

2. PICK UP AND RETURN DAMAGED AND OUTDATED RJR PRODUCTS FROM RETAIL ACCOUNTS YOU SERVICE WHEN AUTHORIZED BY AN RJR REPRESENTATIVE.

9. DELIVER CENTS-OFF PROMOTIONS AND / OR BUY SOME GET SOME FREE OR PRE-ASSEMBLED DISPLAYS TO RETAIL ACCOUNTS YOU SERVICE IN A TIMELY MANNER. STICKER PRODUCT AS IDENTIFIED BY AN RJR REPRESENTATIVE WITH A DESIGNATED PRICE REDUCTION FOR SALES REP PICKUP AND / OR DELIVERY TO RETAIL ACCOUNTS.

Achieved Financial & Performance

51843 0179

Source: https://www.industrydocuments.ucsf.edu/docs/mpbp0000

3Q 93

JETRO

- ENSURE WINSTON SELECT FULL FLAVOR AVAILABLE 6/28 AND SELECT LIGHTS 4 STYLES AVAILABLE 7/12 ARE PACKED OUT ON CARTON RACK FOR CUSTOMER PICK UP. PLACE 60 PACK DISPLAYS SHRINK WRAPPED OR SEPARATE FLOOR BASE IN CIGARETTE DEPT.

- RETURN DAMAGED GOODS AND OR OUT OF DATE RJR PRODUCT FROM RETAIL ACCOUNTS AS IDENTIFIED BY RJR SALES REP.

- PACK AND ASSEMBLE RJR PROMOTIONS 1 VPR, BSGSF FOR:

  SALES REP PICK UP
  TO OFFER YOUR CUSTOMERS AND DISPLAY THEM IN AN AREA WHERE INDIVIDUAL PROMOTIONS ARE AVAILABLE FOR CUSTOMER PURCHASE.

Achieved Financial & Performance.

51843 0180

Source: https://www.industrydocuments.ucsf.edu/docs/mpbp0000